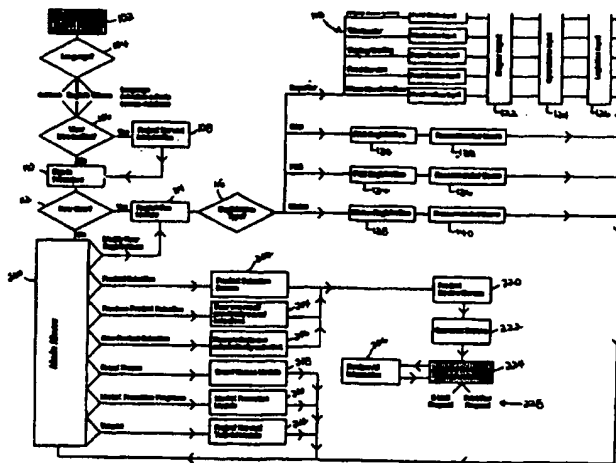


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Published*With international search report.**Before the expiration of the time limit for amending the claims and to be republished in the event of the receipt of amendments.*(54) Title: **METHOD AND SYSTEM FOR MULTILINGUAL ONLINE PURCHASING**

(57) Abstract

A system for facilitating, selecting, ordering, and purchasing of products includes a purchase-facilitating, software-implemented computer system located near a buyer, a trade-facilitating hub, and one or more vendors. Using the purchase-facilitating program, the buyer enters business and trade information and also enters information regarding the various products (available from vendors) that the buyer desires to purchase (200). After buyer-information and product-selection information have been entered in the purchase-facilitating program, that information is combined into a composite document which is sent (preferably via facsimile or internet) (228) to the trade-facilitating hub. At the hub, the composite document is converted into multiple documents which are sent to each corresponding vendor. The hub then forwards responses from the vendors to the buyer. If the buyer, hub, and vendors use different languages, then the preferred system translates all correspondence into the appropriate language for the receiving party prior to sending.

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METHOD AND SYSTEM FOR MULTILINGUAL ONLINE PURCHASINGCross-Reference to Related Applications

This application claims priority from U.S. Provisional Patent
5 Application Serial No. 60/006,604 entitled "METHOD AND SYSTEM FOR
FACILITATING SELECTING, ORDERING AND PURCHASING OF
PRODUCTS" filed on November 9, 1995.

Technical Field

The present invention is generally related to a method and a
10 system for facilitating selecting, ordering and purchasing of products. The
invention creates a composite request-for-price-quotation (RFQ) which is
intended to be distributed to multiple vendors, wherein such RFQ is produced
based on a buyer's requirements and preferences. More particularly, the
invention concerns a user interface for a computer system facilitating product
15 selection and purchasing. The invention may also include a language-variable
user interface and product database.

Background

Many types of business entities purchase products for reselling or
distributing. In any particular trade industry, there may be thousands of products
20 available, and for each of those products there may be thousands of varieties and
brands. For example, in the food industry, canned corn may be available in ten
different sizes, in a dozen or more varieties (such as whole kernel, creamy, no salt,
etc.), and in a hundred different brands. Also, there may be hundreds of vendors
that supply canned corn, which vendors may have particular brands, sizes and
25 varieties only during certain parts of the year. To make purchasing decisions, a
buyer has thousands choices for each particular food product.

In addition, once a buyer has selected a product and a vendor, the
buyer must obtain from the vendor an estimate of the supply terms and price.
Presently, this process typically involves a series of letters and faxes sent back-and-

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forth between the buyer and each vendor to specify the products available, delivery, price and other supply-related terms.

The complexity of conventional food-product purchasing is exacerbated when products are being imported. As a practical matter, it is difficult for a foreign buyer and domestic vendor to communicate in a timely manner because of language and time-zone differences. For example, a buyer in Germany may wish to purchase canned hams from a vendor in Portland, Oregon, U.S.A. If neither an interpreter or a common language exists, then the language difference will require translation services, which adds cost and time to a time-critical negotiation. The practical result is such a situation is that the German buyer will not even make the request.

Disclosure of the Invention

The invented method and system facilitates a buyer's selection, order and purchase of products, which products are to be shipped from vendors to the buyer. In addition, such trade facilitation is enhanced by a computer system with separate, but interrelated, vendor and product fields in the user interface, wherein the user interface and product database are language-variable.

In its preferred embodiment, the invented system includes a purchase-facilitating, software-implemented computer system at the buyer's site, a trade-facilitating hub and one or more vendors. Using the purchase-facilitating program the buyer enters business and trade information and also enters information regarding the various products (available from vendors) that the buyer would like to purchase. After buyer-information and product-selection information have been entered in the purchase-facilitating program, such information is combined into a composite document. The document is sent (preferably via facsimile or internet) to the trade-facilitating hub.

At the hub, the composite document is converted into multiple documents which are sent to each respective vendor. Such conversion may be done electronically and automatically. The hub then forwards responses from the

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vendors to the buyer. If the buyer, hub and vendors use different languages, then the preferred system translates all correspondence into the appropriate language for the receiving party prior to sending.

These and other advantages and objects of the present invention will
5 be more readily understood after consideration of the drawings and the detailed description of the preferred embodiment which follows.

Brief Description of the Drawings

Figs. 1-38 are color screen prints of representative successive screens presented to a buyer during an exemplary execution of a purchase-facilitating
10 program, which program is constructed in accordance with the invented method and system, wherein such screen prints also illustrate the user interface.

Fig. A is a flowchart illustrating a preferred implementation of a purchasing-program, which program is constructed in accordance with the invented system and method and produces the screens illustrated by Figs. 1-38.

Detailed Description of the Drawings and Best Mode for Carrying Out the Invention

The preferred embodiment and implementation of the invented system and method is described in a food-industry application. In particular, it is described below for use by food reselling and distributing businesses. However,
20 those skilled in the art understand that the invention may be used in any industry for any type of user, including an individual consumer who makes product selections via a home-shopping, television or cable network. References to the food industry and food products are presented for illustrative purposes and do not limit applications for the invention to other industries or users.

25 One way to characterize the invention is a product selection and ordering system that allows a buyer to select desired products from a directory of products offered by suppliers, and to transmit an order for such selected products from a corresponding supplier. The system includes a communication network linking such a buyer and such suppliers, which network includes a buyer interface

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(also referred to as a user interface). A directory of products offered by the suppliers is also located on the network. The buyer interface allows the buyer to specify a multiple-product order from a buyer-chosen supplier, and to transmit the order to the buyer-chosen supplier.

5 The above invention will be described below in the context of a food-product buyer, or user. That user will use a to-be-described purchase-facilitating program that is loadable on a personal computer. The preferred communication network between the user, to-be-described intermediary or trade-facilitating hub, and suppliers involves a telecommunication network usable via
10 modern communication between the computers of each member of the system, i.e. the user, intermediary and suppliers.

 In general, the preferred purchase-facilitating program, which is constructed in accordance with the preferred embodiment and implementation of the invented system and method, includes three main sections. The first or
15 preliminary section gathers information about the user and their preferences. The second section is the product selection and review, where the user selects desired products. The third or wrap-up section is where the user-specified ordering information is collected, organized and transmitted to a transaction facilitator (also referred to as a trade-facilitating hub or intermediary) for bid distribution.

20 The program will be described by referring to the flowchart in Fig. A and also to the exemplary screens shown in Figs. 1-38. When the program is executed (at 102 in Fig. A), a title screen, shown in Fig. 1, is displayed. At 104 and in Fig. 2, the user is asked to select their language of choice (hereinafter, the local language). The languages available in the preferred embodiments are English,
25 French, Spanish, German, Italian and Portuguese. The local language selected by the user is the language used throughout the remaining execution of the program. All questions asked and information presented will be in the local language of the user. Specifically, a source database exists for each language. Thus, in the preferred embodiment six source databases exist. Each communicative message or

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term, such as questions, responses, products, etc., has an indexable code associated with it. Each language's source database has that language's particular interpretation of the code associated message or term.

The following table (TABLE I) illustrates two source databases. A
5 common exemplary and arbitrary index code is provided in the table and each source database has a specific associated term in a particular language:

TABLE I

Code	English	French
123	Cocoa & Milk Modifiers	Cocoa & lait modifiés
129	Diet Food	Produit Diététique
345	Cereal	Cereales

After the local language has been selected, at 106 and 108 the user
10 may review the introduction (see Fig. 1). At 110, and shown in Fig. 4, the user is asked to sign-in or indicate that they are a new user. At 112, the program asks whether the user has previously registered on the program. If so, then an existing record is associated with the user and the program proceeds to the main menu at 200 (see Fig. 13). However, if the user has not previously registered, then the
15 registration module of the program is implemented at 114. At 116 and shown in Fig. 5, the user selects the registration type of their organization. In general, these organizations are either commercial (business) entities or governmental agencies.

More particularly, a commercial entity may be a domestic commercial entity or a foreign importer. In the preferred embodiment of the
20 invention, the Importer is the only classification of commercial entity available. Regarding governmental agencies, the preferred embodiment includes a) U.S. Department of Agriculture Foreign Agricultural Service (FAS); b) U.S. Department of Commerce U.S. & Foreign Commercial Service (FCS); and c) Department of Agriculture (States). Each classification of user has a classification-specific

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registration process where only questions related to that particular classification are asked. Of course, the type of user is not limited to those given above and may be extended to include a wide variety of users while remaining within the spirit and scope of the invention. For example, a consumer is a type of user (other than
5 commercial entity and government agency) that is presently envisioned for versions of the invention.

As an example of the registration process, it will be assumed that the user is an Importer. At 118 and shown in Fig. 6, the Importer is asked to identify the specific classification that best identifies their operations. As indicated at 120
10 and shown in Fig. 6, the Importer may select any available classification such as retail chain, wholesaler, buying/trade organization, product-service business (such as a restaurant) or a mass merchandiser. Information requested from the user varies depending on user classification. For example, a buying/trade organization would not be asked how many stores they have, whereas a retail chain would.

15 If the user were an FCS, then a screen such as Fig. 11 would be displayed at block 134 of the program illustrated by Fig. A. After that information is entered, then the user is asked information about the recommended users at 136 (see Fig. 12).

If the user classification is a retail chain, the following information,
20 as shown in Fig. 7, would be requested: company name, company's address (street and mailing), phone number, facsimile number, electronic mail address, total annual sales, imports as a percentage of sales, sales accounts, number of employees and how long the company has been in business. Any of these latter requests (which have down arrows in the figures) include pull-down, pre-defined selections.
25 For example, in response to total annual sales, the user may select any one of a number of ranges such as: (1) less than 5 million, (2) 5 to 20 million, (3) 20 to 50 million and so forth.

After the above general information regarding the company is entered into the program, the Importer is asked, as shown in Fig. 8, for additional

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information regarding the particular individual(s) using the system. In addition to the standard identifying information (such as address, phone number, etc.), the individual is asked to select the areas or types of products that the individual is responsible for purchasing. This allows for future options within the system to be personalized to the particular individual within a user entity using it. For example, if an individual indicated that they were responsible for purchasing automobile parts and camping gear for a retail chain, the system would not provide that individual any future information regarding any areas outside of those, unless the individual specifically requested it. Figs. 7 and 8 also show that the program accommodates organization with multiple buyers, and the buyer input block at 122 of Fig. A is depicted in Figs. 7 and 8.

Additional information about the Importer is requested at 124 and such request is shown in Fig. 9. That additional information is particularly useful to the trade-facilitating hub and vendors (or suppliers) in determining whether a business relationship with the Importer is desirable. As shown in Fig. 9, if the user is a retail chain, the user may be asked the number of stores in particular markets (i.e., countries). Also, the user may be asked for their credit references and trade references.

At 126 and shown in Fig. 10, the user provides logistical preferences. The user is asked his or her preferred way of receiving the goods. If the goods are to be imported, the port of importation is selected along with alternative ports if the preferred port is unavailable. Also, the INCO terms of sale are selected (such as Ex Factory, FOB Port of Export, C&F Port of Import, CIF Port of Import and Delivered Duty Paid). The user is also asked to select a preferred carrier and their account number for that carrier. Also, other miscellaneous shipping information is requested.

After the user information is selected and entered into the system, the program returns to the main menu at 200 (see Fig. 13). From the main menu, the user can proceed to one of several other modules, such as the Product Selection

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module. From the main menu, the user may preferably select Product Selection module at 202, Previous Selections module at 204, New Products module at 206, Brand Names module at 208, Market Promotion module at 210 and Tutorial module at 212. Also, the user may choose from the Main Menu to modify user registration. Discussion of the Product Selection module will be described.

During the Previous Selections module at 204, the system retrieves and displays for the user a list of previously selected products and the terms of an order for such products. The user is free to remove or add products from the selected list. When finished, this module proceeds to the Product Review module at 220.

During the New Products module at 206, the user is presented with a list of only the new products which are available and the user may select from among those new products. If the user is only interested in the most recent product offerings, then this module is preferred because it eliminates undesired information. The user is periodically provided with an updated list of available products with all new products appropriately labeled. After this module, the user proceeds to the Product Review module at 220.

In the Brand Names module at 208, the user is given a list of available brand names and related information about each brand. In the Market Promotion module at 210, the user is given information regarding various promotional programs that particular manufacturers, vendors or trade organization may be running to encourage purchase of particular products or purchase from particular sources. For example, the U.S. Meat Board may give a ten percent discount on all orders for beef which will ultimately be sold in Japan. This information may help the buyer decide what products to select. In the Tutorial module at 212, the user is taught about how to use the program. After the Brand Names module, Market Promotion module or Tutorial module, the program returns to the main menu at 200.

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In general, product selection (at 202, 204 or 206) and product review is the second main section of the program. Within the Product Selection module at 202, the user selects particular products for ordering. Examples of product selection screens are shown in Figs. 14-17. The user may select particular products
5 in a number of different ways. Preferably, the categories of products related to the user's interest area are listed in a hierarchical fashion, and the user may select by navigating through the hierarchy to find a particular product for which they wish to receive a bid from a vendor.

For example, if the user's general interest area includes food and
10 grocery items, the major food-product categories in the hierarchy appears on the screen, as shown in Fig. 14. The major categories may include labels such as bakery items, dairy products, meat, produce, canned goods, frozen foods, etc. If, as shown in Fig. 14, the user selects cereal, then the screen will change, as shown in Fig. 15, to show the minor categories under the major category cereal. The minor
15 categories of cereal may include hot cereals and ready-to-eat cereals. If, as shown in Fig. 15, the user selects ready-to-eat cereal, then the screen will change, as shown in Fig. 16, to show the item list under the minor category of ready-to-eat cereals. The item list of ready-to-eat cereals may include any type of ready-to-eat cereals, such as apple cinnamon toasted oats, bran flakes, cocoa crunches, corn
20 flakes, crisp crunch, crispy rice, fruit rings, etc.

In Fig. 16, the item "CEREAL CRISPY RICE *New*" is highlighted (indicating that it is selected). As is obvious from the designation, "*New*" means the particular item is a new product. Once the user selects this item, it appears in the Product Selection List shown on the right-side of Fig. 16.

25 In general, the user selects particular products for which they want to bid, and those products go into a list called the Product Selection List in which the user will later provide additional information which can be used to request and obtain a user-specified bid.

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Another way that the user may find a particular desired product is to use the systems search procedure shown on the right-side of Fig. 16 with a heading: "HS Code or Key Word Search". The user may input a particular product code or the key words related to products and the system will search for them.

5 In the Product Selection module, the user has the option to choose languages other than the one selected at the beginning of the program. This allows the user to see what the products are called in different languages. This may be particularly useful if the user knows the name of a product in one language, but does not know the name in the local language.

10 Fig. 17 shows a Product Selection List after the user has selected three different products. After a list of items has been selected, the program proceeds to block 220, the Product Review module, where the user inputs information about the chosen product, including the time and manner in which the product is to be shipped. The screens and a visual representations of the user-
15 interface of this module are shown in Figs. 18 and 19.

The screen/user-interface (as shown in Figs. 18 and 19) of the Product Review module includes two main sections: the product specification section (shown in Figs. 18 and 19 as a teal-colored, square-shaped information box which is framed in brown) and the supplier-information section (shown in Figs. 18
20 and 19 as a blue-colored, dipper-shaped information box which is also framed in brown).

The program correlates user-specified information so that information entered or selected in one of the program sections may affect the information displayed in another section. On the top of the Product Review screen
25 (as shown in Figs. 18 and 19) next to the heading "Product Description" is the particular product from the Product Selection List (created in the Product Selection module). The user may change which of the products from the list is for the Product Review. For example, Fig. 18 shows the "CORN WHOLE KERNEL" is the product of the list for this Product Review.

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The product specification section includes options related to designating the specifics of the product that the user wishes to order. For example, the option may include the following: package size, grade of the product and brand of the product. In addition, the user may select either the metric or English system to display units of measurement. Selecting particular options may cause other information in this and the supplier section to change. For example as shown in Fig. 19, if the product is corn whole kernel, the user may select an eight ounce package, a grade of Grade A Fancy and a brand such as NATURE'S PRIDE. As shown in Fig. 19, once a particular brand is selected, an image or picture of the particular product appears in a small product window so that the user may see what the product actually looks like. As seen in Fig. 19, the dimensions of the case and pallet used to transport the particular product appears in the product specification section.

The program also allows the user to simplify or limit their choice. For example, it is not necessary for the user to select a particular brand or a particular grade. If they choose, they can select "ALL" for brand and grade to leave their options open to any brand or any grade of that available product. In addition, the user can also leave open the option of product size or the user can specify product size.

Alternatively, as part of the product specification process, the user may be presented with a series of images, with each image representing the particular brand of a product being reviewed. The user may select the particular brand of the product they want by clicking on the image or selecting the image they desire.

Also presented on the screen/user-interface shown in Fig. 19 is a supplier-information section. Included in supplier-information is the following: a) an order/acquisition calendar; b) an option to see other products available from a particular supplier; c) supplier-specific information; and d) a map depicting the country or region in which the suppliers are located.

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The order/acquisition calendar typically includes a series of colorable boxes numbered 1 through 12 (for each month of the year) which indicate the availability or other information related to the product selected from a particular supplier. For example, as shown in Figs. 18 and 19, the order/acquisition calendar includes three specific calendars, namely, a production calendar, an available-to-ship calendar and a best-time-to-order calendar. When a particular supplier or suppliers have been selected, these calendars indicate when orders may be received and shipment expected. In the example shown in Fig. 19, the product from the particular supplier is produced in months 8 and 9 (i.e., August and September), is available all-year-round, and is best ordered from May through July.

Also included in the supplier-information section is an option to see other products available from a particular supplier. Also, when a particular supplier is selected, additional information regarding that supplier may be presented. Such information may include certifications or other trade or product-related material. That information may also include a list of ingredients or components found in a particular product from a particular supplier. Even though the user has selected a particular product, an individual supplier may have ingredients and components that vary from other suppliers. For example as shown in Fig. 19, the ingredients of NATURE'S PRIDE brand, Grade A Fancy, whole kernel corn may include: corn, water, sugar and salt. Another supplier may include additional items or fewer items (for example, may not include sugar).

Also included in the supplier-information section is a corresponding map. For example, and as depicted in Figs. 18 and 19, the products are being shipped from the United States so a map of the United States is shown. The map may be any geographic or stylized map. In a preferred embodiment, the map is a map of the United States, and on the map are a plurality of cartographically-positioned indicia (e.g., colored dots) indicating the geographical location of particular suppliers. The dots may be colored in such a manner to indicate whether a supplier supplies a particular product. When particular products are selected

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under the product selection screen, dots related to suppliers which do not provide that product dim or turn-off. For example, the map in Fig. 18 includes ten white dots meaning that all ten suppliers provide the product. But after the user selects particular specifications of the product, some of the dots dim (e.g., become gray) to indicate that those suppliers do not have the particular product specified in the product-specification section. As shown in Fig. 19, three supplier-indicating dots are dimmed.

To designate a particular supplier, the user selects the supplier from a pull-down menu in the supplier-information section such as by clicking with a computer mouse the dot on the map corresponding to the supplier. As shown in Fig. 19, when a particular supplier is selected its corresponding dot is highlighted (preferably in red).

Information entered and selected in either section of the Product Review screen/user-interface (shown in Figs. 18 and 19) affects whether and what information is displayed in both sections. As demonstrated above, there is a relationship between product-specification information and supplier information.

Referring to the Product Review module at 220 in Fig. A, and after the user has selected and entered product specification and supplier information, the user is asked to provide more detailed information on shipping the product. As shown in Fig. 20, after the user has asked for the particular item to be added to the bid request, the user is asked for additional shipping information. Next, as shown in Fig. 21, the user is asked their interest level. This informs the vendors how serious the user is and how likely the user is to be a future and frequent customer. Next, as shown in Fig. 22, the user is asked to provide additional logistical information.

After the Product Review module is completed, the user is asked to review all of the information for accuracy, and is asked to enter any additional information which would go to the suppliers in a bid. In the preferred embodiment, the program proceeds to the Selection Review module at 222 (or 226) (see Figs.

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23-36). The user is asked to review all information related to the user and the requested products. Figs. 23-36 show the various screens and options preferably available.

At 224 and as shown in Fig. 37, the information entered by the user is collected into a composite request-for-price-quotation (RFQ) document which will be transmitted (or delivered) to the trade-facilitating hub. That document may be reviewed by the user in their local language, but when the document is transmitted, the program allows for it to be transmitted in the language of the hub. For example, if the user is French, they will be reviewing a document in French, but when the document is actually sent to the hub in the United States, the document is sent in English. Preferably, the document is transmitted via facsimile (telecopy) or across the internet via e-mail (as indicated at 228 of Fig. A). Of course, the document may also be sent in any desired way such as by mail or courier.

Once the hub receives the RFQ, the invention allows for official bid documents (also called trade leads) to be created for each particular supplier where each lead only includes information relevant to that particular supplier. In other words, if the user asked for car batteries and green beans, the supplier of green beans would not receive any information regarding the request for car batteries. An example of such a lead is shown in Fig. 38. The leads received by suppliers include information about the user company including financial-related information such as credit and trade references. To complete the communication, the hub would then receive bid-responsive information back from the suppliers, and transmit that information to the user in the user's local language.

The preferred embodiment of this system includes a software program at a user's site with an IBM-compatible or MACINTOSH microcomputer. Furthermore, the program is preferably written for use with an operating system having a graphical user interface, such as WINDOWS, WINDOWS 95, WINDOWS NT, OS/2 WARP or SYSTEM 7.x. Also, the program is preferably

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written in Visual Basic or Delphi 32. However, an programmer of ordinary skill understands that such program may be written any suitable programming language for use with any operating system. Preferably, the computer includes a modem for transmitting a facsimile or electronic mail. Alternatively, a facsimile document
5 may be printed and then facsimiled through a conventional facsimile machine or via the conventional mail system. The receiver of the information is the trade-facilitating hub which has a business relationship with the user and with a large group of vendors.

Also, the preferred embodiment of the program used by the user,
10 which program is constructed in accordance with the invention may be described the following outline:

**Screen Definitions for the User Program
In Its Preferred Embodiment**

- I. Title Screen
 - 15 A. Purpose
 - 1. initiates Project Harvest Usage
 - B. Operation
 - 1. program opens to Title Screen when user initiates Project Harvest
 - 20 2. displays logo & product title with "SM" notation
 - 3. displays user sign-in text box
 - a. user enters name
 - b. if system doesn't recognize name, user taken to User Registration screens
 - 25 c. if system recognizes name, user taken to Main Menu Screen
 - C. Buttons
 - 1. view introduction
 - a. takes user to introduction screens

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2. sign-in
 - a. takes user into User Registration screens
- D. Pop-up Window
 1. copyright statement
- 5 E. References to drawings
 1. blocks 102-112 in Fig. A
 2. Figs. 1-4
- II. Introduction System
 - A. Purpose
 - 10 1. informs user about ITG and Project Harvest
 - B. Operation
 1. currently under development and inactive
 - C. References to drawings
 1. blocks 106 and 108 in Fig. A
- 15 III. User Registration Screen
 - A. Purpose
 1. separates users into private and public sector registrations
 - B. Operation
 1. user clicks a button to identify his operating sector
 - 20 C. Buttons
 1. commercial users/foreign country importer
 2. governmental agencies/foreign agricultural service
 3. governmental agencies/foreign commercial service
 4. governmental agencies/states
 - 25 5. previous
 6. continue
 - D. References to drawings
 1. blocks 114 and 116 of Fig. A
 2. Fig. 5

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IV. Commercial Users/Foreign Country Importer Screen**A. Purpose**

1. identifies user's private sector operations

B. Operation

- 5 1. user clicks a button to identify his business type

C. Buttons

1. retail chain
2. wholesaler
3. buying/trading organization
10 4. food service
5. mass merchandiser
6. previous
7. continue

D. References to drawings

- 15 1. blocks 116 and 118 in Fig. A
2. Figs. 5 and 6

V. Commercial Users/Foreign Country Importer/Retail Chain**A. Purpose**

- 20 1. collects user registration information specific to retail chain
operations

B. Operation

1. information gathered by entering text data or making
selections from pull-down menus

C. Buttons

- 25 1. previous
2. continue

D. References to drawings

1. blocks 118 and 120 in Fig. A
2. Fig. 6

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VI. Commercial Users/Foreign Country Importer/Retail Chain - Company Information Screen

A. Purpose

1. collects information about registered user's company

5

B. Operation

1. information gathered by text data entry, pull-down menus and/or operating range selections

C. Buttons

10

1. previous
2. continue

D. References to drawings

1. block 122 in Fig. A
2. Fig. 7

VII. Commercial Users/Foreign Country Importer/Retail Chain - Buyer Contact Screen

15

A. Purpose

1. collects information about registered user's buyer contacts

B. Operation

20

1. information gathered by text data entry, pull-down menus and/or operating range selections

C. Buttons

1. previous
2. continue

D. References to drawings

25

1. block 122 in Fig. A
2. Fig. 8

VIII. Commercial Users/Foreign Country Importer/Retail Chain - Operations Profile Screen

A. Purpose

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1. collects information about registered user's company operations
- B. Operation
 1. information gathered by text data entry, pull-down menus and/or operating range selections
- C. Buttons
 1. previous
 2. continue
- D. References to drawings
 1. block 124 in Fig. A
 2. Fig. 9
- IX. Commercial Users/Foreign Country Importer/Retail Chain - Logistical Preferences Screen
 - A. Purpose
 1. collects information about registered user's preferred shipping arrangements
 - B. Operation
 1. information gathered by text data entry, pull-down menus and/or operating range selections
 - C. Buttons
 1. previous
 2. continue
 - D. References to drawings
 1. block 126 in Fig. A
 2. Fig. 10
- X. Commercial Users/Foreign Country Importer/Wholesaler
 - A. Purpose
 1. collects user registration information specific to wholesale distribution operations

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- B. Operation
 - 1. currently under development and inactive
- XI. Commercial Users/Foreign Country Importer/Buying-Trading Organization
 - A. Purpose
 - 5 1. collects user registration information specific to large scale procurement operations
 - B. Operation
 - 1. currently under development and inactive
- XII. Commercial User/Foreign Country Importer/Food Service
 - 10 A. Purpose
 - 1. collects user registration information specific to food service distribution operations
 - B. Operation
 - 1. currently under development and inactive
- 15 XIII. Commercial Users/Foreign Country Importer/Mass Merchandiser
 - A. Purpose
 - 1. collects user registration information specific to drug & non-food distribution operations
 - B. Operation
 - 20 1. currently under development and inactive
- XIV. Governmental Agencies/Foreign Agricultural Service
 - A. Purpose
 - 25 1. identifies user's public sector operations on behalf of U.S. Department of Agriculture
 - 2. identifies local private sector companies as potential Project Harvest users
 - B. Operation
 - 1. information gathered by text data entry, pull-down menus and/or operating range selections

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C. Buttons

1. previous
2. continue

D. References to drawings

- 5 1. blocks 130 and 132 in Fig. A

XV. Governmental Agencies/Foreign Commercial Service

A. Purpose

1. identifies user's public sector operations on behalf of U.S.
Department of Commerce
- 10 2. identifies local private sector companies as potential Project
Harvest users

B. Operation

1. information gathered by text data entry, pull-down menus
and/or operating range selections

15 C. Buttons

1. previous
2. continue

D. References to drawings

1. blocks 134 and 136 in Fig. A
- 20 2. Figs. 11 and 12

XVI. Governmental Agencies/State Department of Agriculture

A. Purpose

1. identifies user's public sector operations on behalf of U.S.
states
- 25 2. identifies local private sector companies as potential Project
Harvest users

B. Operation

1. currently under development and inactive

C. Buttons

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1. previous

2. continue

D. References to drawings

1. blocks 138 and 140 in Fig. A

5 XVII. Main Menu

A. Purpose

1. opens program to numerous user-valuable modules

B. Operation

1. user clicks button to enter desired module

10

C. Buttons

1. product selection

2. brands

3. previous selections

4. market promotion programs

15

5. modify user registration

6. tutorial

7. view new items

8. previous

9. continue

20

D. References to drawings

1. block 200 in Fig. A

2. Fig. 13

XVIII.Brands Screen

A. Purpose

25

1. informs user about relative market positioning of brand labels
offered vis-a-vis product quality

B. Operation

1. currently under development and inactive

C. References to drawings

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1. block 208 in Fig. A

XIX. Previous Selection Screen**A. Purpose**

1. allows user to retrieve previously saved product selection list and/or search string

5

B. Operation

1. currently under development and inactive

C. References to drawings

1. block 204 in Fig. A

10 **XX. Market Promotion Programs Screen****A. Purpose**

1. inform user about special export promotion programs offered by industry trade boards

B. Operation

1. currently under development and inactive

15

C. References to drawings

1. block 210 in Fig. A

XXI. Modify User Registration Screen**A. Purpose**

1. allows user to return to registration screens to update/change previous entries

20

B. Operation

1. user clicks button to return to first screen of his user registration type

25

C. References to drawings

1. block 114 in Fig. A

XXII. Tutorial Screen**A. Purpose**

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1. inform user about special export promotion programs offered by industry trade boards
 - B. Operation
 1. currently under development and inactive
 - C. References to drawings
 1. block 212 in Fig. A
- 5 XXIII. View New Products Screen
 - A. Purpose
 1. identifies for user new products added to this version/update of Project Harvest
 - 10 B. Operation
 1. currently under development and inactive
 - C. References to drawings
 1. block 206 in Fig. A
- 15 XXIV. Product selection Screen
 - A. Purpose
 1. allows user to identify specific products of interest for further review
 - B. Operation
 - 20 1. all products classified by major category, minor category and item list
 2. macro search
 - a. user scrolls major categories and clicks on choice to open minor categories
 - 25 b. user scrolls minor categories and clicks on choice to open item list
 - c. user scrolls item list and clicks on product to move it to move it to product selection list

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- d. user repeats process to build full list of product selections
- 3. key word search
 - a. user enters combination of words which computer searches against all product descriptions
 - (1) can use wild card operators - and, or, not, etc.
 - b. all matches appear in item list
 - c. user scrolls item list and clicks on product to move it to product selection list
 - 10 d. user repeats process to build full list of product selections
- 4. hs (harmonized system) search
 - a. user enters up to 6 digits of hs code which computer searches against all product hs codes
 - 15 (1) can use (asterisk) wild card operator
 - b. all matches appear in item list
 - c. user scrolls item list and clicks on product to move it to product selection list
 - 20 d. user repeats process to build full list of product selections
- C. Buttons
 - 1. view all products
 - a. enables user to scroll major/minor/products for all products in database
 - 25 2. view new products
 - a. enables user to scroll major/minor/products for products new to current version
 - 3. remove item
 - 4. clear list

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5. product review
 - a. advance user to next screen
 6. main menu
 - D. Pull-Down
 - 5 1. search language
 - a. allows user to change on the fly language of major/minor/product display to
 - (1) English
 - (2) French
 - 10 (3) German
 - (4) Spanish
 - (5) Italian
 - (6) Portuguese
 - E. References to drawings
 - 15 1. block 202 in Fig. A
 2. Figs. 14-17
- XXV. Product Review Screen
- A. Purpose
 1. allows user to review all details of supplier product offerings
 - 20 B. Operation
 1. program searches database and displays product information based on user input
 - a. user inputs through pull-down menus and button-controlled pop-up windows
 - 25 2. information displays in color graphics and text boxes
 3. user selects product for review from product description pull-down
 - a. dots representing all suppliers capable of supplying product appear on map

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4. user selects package size from pull-down
 - a. dots of suppliers incapable of supplying chosen package size dimmed/inactivated on map
 - b. program defaults to display of metric size equivalent
 - c. user can change on the fly between metric and English units
5. user selects product from pull-down
 - a. dots of suppliers incapable of supplying chosen grade dimmed/inactivated on map
10. 6. user selects brand from pull-down
 - a. dots of suppliers incapable of supplying chosen brand dimmed/inactivated on map
15. 7. user clicks on remaining supplier dots to display specific supplier information
 - a. assists user in differentiating between available suppliers
 - (1) supplier information
 - (2) ingredients
 - (3) nutritional information
 - (4) product procurement calendar
 - (5) case and pallet dimensions
20. 8. user displays detail or brand label by clicking on picture to zoom in/zoom out
25. C. Buttons
 1. add this product
 - a. opens pop-up windows for accumulation of additional user input
 - b. adds product and user inputs to list for incorporation into RFQ

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2. comments
3. print this screen
4. clear screen
5. next product
- 5 6. previous product
7. product selection
8. exit review
 - a. option 1: resume from point of interruption
 - b. option 2: resume from beginning of review list
- 10 D. Pop-Up Windows
 1. capture user input about the product
 - a. user interest level
 - b. specific product requirements
 - c. timing of order initiation
 - 15 d. desired target price
 - e. samples requested
 - f. label production assistance
- E. References to drawings
 1. block 220 in Fig. A
 - 20 2. Figs. 18-22
- XXVI.Import Comments
 - A. Purpose
 1. allows user to communicate specific needs relative to entire RFQ and/or ultimate purchase order
 - 25 B. Operation
 1. free flow text entry field
 2. pre-set list of question with yes/no radio button answers
 - C. Buttons
 1. previous

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2. continue
3. product review

XXVII. Selection Review

- A. Purpose
 - 5 1. allows user to review all input selections prior to compilation into RFQ
- B. Operation
 1. if user chooses not to review, program accepts selections as inputted, and:
 - 10 a. prepares print output of preformatted fax RFQ, or
 - b. prepares text file for RFQ transmission as e-mail
 2. if user chooses to review, goes to review pop-ups
- C. Buttons
 - 15 1. review
 2. e-mail
 3. print/fax
- D. Pop-up Windows
 1. company information
 - 20 a. user can change information in these text fields, pull-down menus on this pop-up
 2. buyer contacts
 - a. user can change information in these text fields, pull-down menus on this pop-up logistical preferences
 3. logistical preferences
 - 25 a. user can change information in these text fields, pull-down menus on this pop-up
 4. product selections
 - a. only information in text fields and pull-down menus can be changed on this pop-up

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- b. user returned to Product Review screen to change information derived from product database
 - 5. importer comments
 - a. user can change information in these text fields, pull-down menus on this pop-up

A. References to drawings

- 1. blocks 222 and 226 in Fig. A
- 2. Figs. 23-36

XXVIII. Creation and Transmission of RFQ

10 A. Purpose

- 1. Compiles information into an RFQ and transmits RFQ to trade-facilitating hub

B. Operation

- 1. if RFQ was not already created, RFQ is created
- 15 2. user may choose to review RFQ in local language
- 3. transmits or prints RFQ via:
 - a. fax
 - b. electronic mail (via internet)
 - c. mailing a hardcopy

20 A. References to drawings

- 1. blocks 224 and 228 in Fig. A
- 2. Figs. 37 and 38

Another way of understanding the invention is using software which would be used at the user's site. Attached to the priority application are four 3½" diskettes containing a user program made in accordance with a preferred embodiment of the invention. A microcomputer must at least have the following technical specifications effectively to run this program: IBM-compatible Personal Computer (PC) with VGA graphics capability (minimum resolution of 640 x 480)

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and with MICROSOFT WINDOWS 3.1 or later (or equivalent) operating system.

To load the program the following instructions should be followed:

1. In File Manager, create a new directory called "ITG" under drive C;
2. In File Manager, copy the entire contents of diskettes 1-4 into the
5 ITG directory;
3. Return to Program Manager;
4. Create a new Group and call it "PROJECT HARVEST" by typing
that name in the Description box;
5. In the Command Line box type the following:
10 "C:\ITG\MTB30RUN.EXE IPR1031Z.TBK";
6. Click on Change Icon button; Click on the Browse button and go to
the ITG directory; In that directory, select "ITG.ICO";
7. Click on OK buttons to return to Program Manager's main screen;
8. An ITG icon should be seen in the "PROJECT HARVEST" group;
15 the program may be executed by double-clicking on the icon; note
that some buttons are inactive.

While the preferred embodiment and best mode of the invention
have been disclosed, variations and changes may be made without departing from
the spirit and scope of the invention.

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I CLAIM:

1. A product selection and ordering system that allows a buyer to select desired products from a directory of products offered by suppliers, and to transmit an order for such selected products from a corresponding supplier, comprising:

a communication network linking such a buyer and such suppliers, which network includes a buyer interface;

a directory of products offered by the suppliers, which directory is located on the network; and

wherein the buyer interface allows the buyer to specify a multiple-product order from a buyer-chosen supplier, and to transmit the order to the buyer-chosen supplier.

2. The system of paragraph 1, wherein the network also links an intermediary with the buyer and suppliers, and the network includes an intermediary interface that allows the intermediary to receive the multiple-product order from the buyer and to transmit the multiple-product order to the buyer-chosen supplier.

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3. The system of paragraph 1 wherein the buyer interface allows the buyer to specify plural multiple-product orders from buyer-chosen suppliers, and to transmit together the plural multiple-product orders to the buyer-chosen suppliers.

4. The system of paragraph 2 wherein the buyer interface allows the buyer to specify plural multiple-product orders from buyer-chosen suppliers, and to transmit together the plural multiple-product orders to the intermediary, and the intermediary interface allows the intermediary to receive the plural multiple-product orders from the buyer, and to transmit the multiple-product orders to the buyer-chosen suppliers.

5. The system of paragraph 4 wherein the network links plural buyers and includes plural buyer interfaces.

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6. A method of allowing a buyer to select desired products from a directory of products offered by suppliers, and to order such selected products from a corresponding supplier, comprising:

providing a communication network linking such a buyer and such suppliers;

including in the network a buyer interface;

placing on the network a directory of products offered by the suppliers; and

allowing the buyer to specify a multiple-product order from a buyer-chosen supplier, and to transmit the order to the buyer-chosen supplier.

7. The method of paragraph 6, wherein the providing step further includes the substep of making a network link with an intermediary, and wherein the method further includes having an intermediary interface on the network to allow the intermediary to receive the multiple-product order from the buyer and to transmit the multiple-product order to the buyer-chosen supplier.

8. The method of paragraph 6 wherein the including step includes a buyer interface that allows the buyer to specify plural multiple-product orders from buyer-chosen suppliers, and to transmit together the plural multiple-product orders to the buyer-chosen suppliers.

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9. The method of paragraph 7 wherein the including step includes a buyer interface that allows the buyer to specify plural multiple-product orders from buyer-chosen suppliers, and to transmit together the plural multiple-product orders to the intermediary, and the making substep includes making an intermediary interface that allows the intermediary to receive the plural multiple-product orders from the buyer, and to transmit the multiple-product orders to the buyer-chosen suppliers.

10. The method of paragraph 4 wherein the providing step provides a communication network that links plural buyers and includes plural buyer interfaces.

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11. A language-variable product selection and ordering system that allows a buyer to select desired products from a directory of products offered by suppliers, and to transmit an order for such selected products from a corresponding supplier, comprising:

a communication network linking such a buyer and such suppliers, which network includes a buyer interface;

a directory of products offered by the suppliers, which directory is located on the network;

a language translator located on the network for translating the directory into a buyer-chosen language, and for translating such an order; and

wherein the buyer interface allows the buyer to choose a language for the directory, to review the directory in the buyer-chosen language, to specify a multiple-product order from a buyer-chosen supplier, to choose a language for the order, and to transmit the order to the buyer-chosen supplier.

12. The system of paragraph 11 wherein the directory exists in a code that is not a language spoken by humans.

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13. A language-variable product selection and ordering system that allows a buyer to select desired products from a directory of products offered by suppliers, and to transmit an order for such selected products from a corresponding supplier, comprising:

a communication network linking such a buyer, such suppliers and an intermediary, which network includes a buyer interface and an intermediary interface;

a directory of products offered by the suppliers, which directory is located on the network;

a language translator located on the network for translating the directory into a buyer-chosen language; and

wherein the buyer interface allows the buyer to choose a language for the directory, to review the directory in the buyer-chosen language, to specify a multiple-product order from a buyer-chosen supplier, and the intermediary interface allows the intermediary to receive the multiple-product order from the buyer and to transmit the multiple-product order to the buyer-chosen supplier.

14. The system of paragraph 13 wherein the buyer interface allows the buyer to specify plural multiple-product orders from buyer-chosen suppliers, and to transmit together the plural multiple-product orders to the intermediary.

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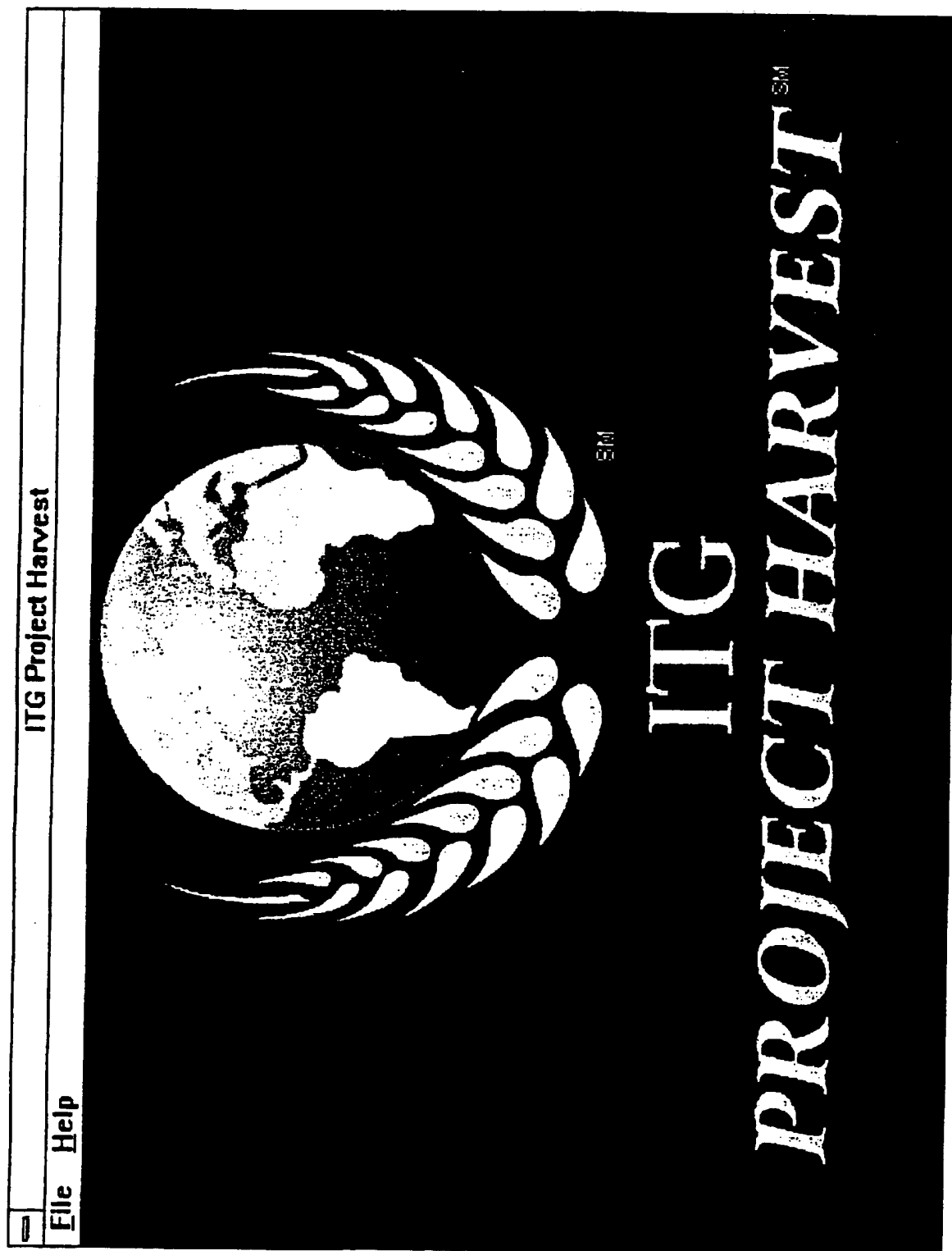
15. The system of paragraph 14 wherein the buyer interface allows the buyer to specify plural multiple-product orders from buyer-chosen suppliers, and to transmit together the plural multiple-product orders to the intermediary, and the intermediary interface allows the intermediary to receive together the plural multiple-product orders from the buyer, and to transmit the multiple-product orders to the buyer-chosen suppliers.

16. The system of paragraph 15 wherein the network links plural buyers and includes plural buyer interfaces.

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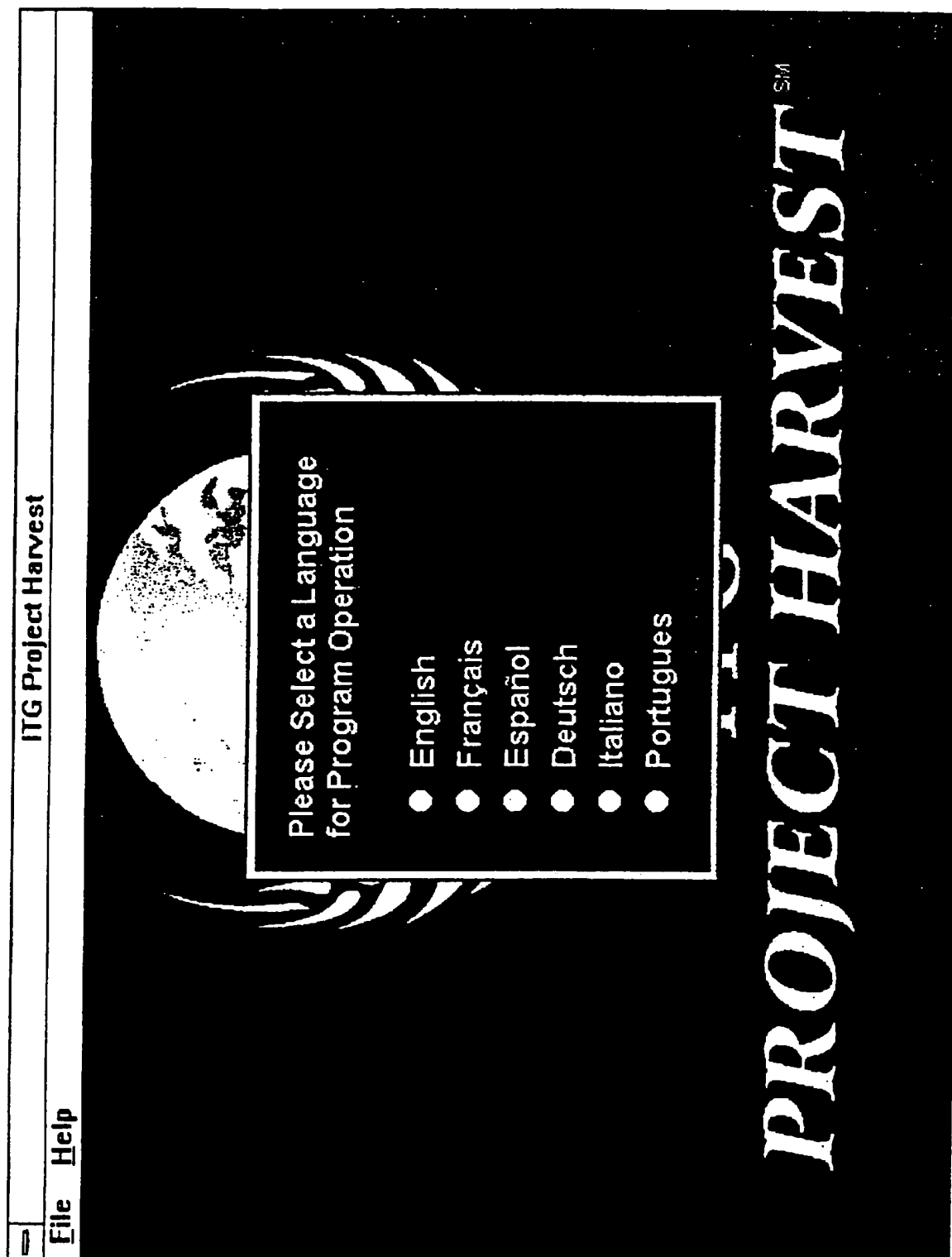
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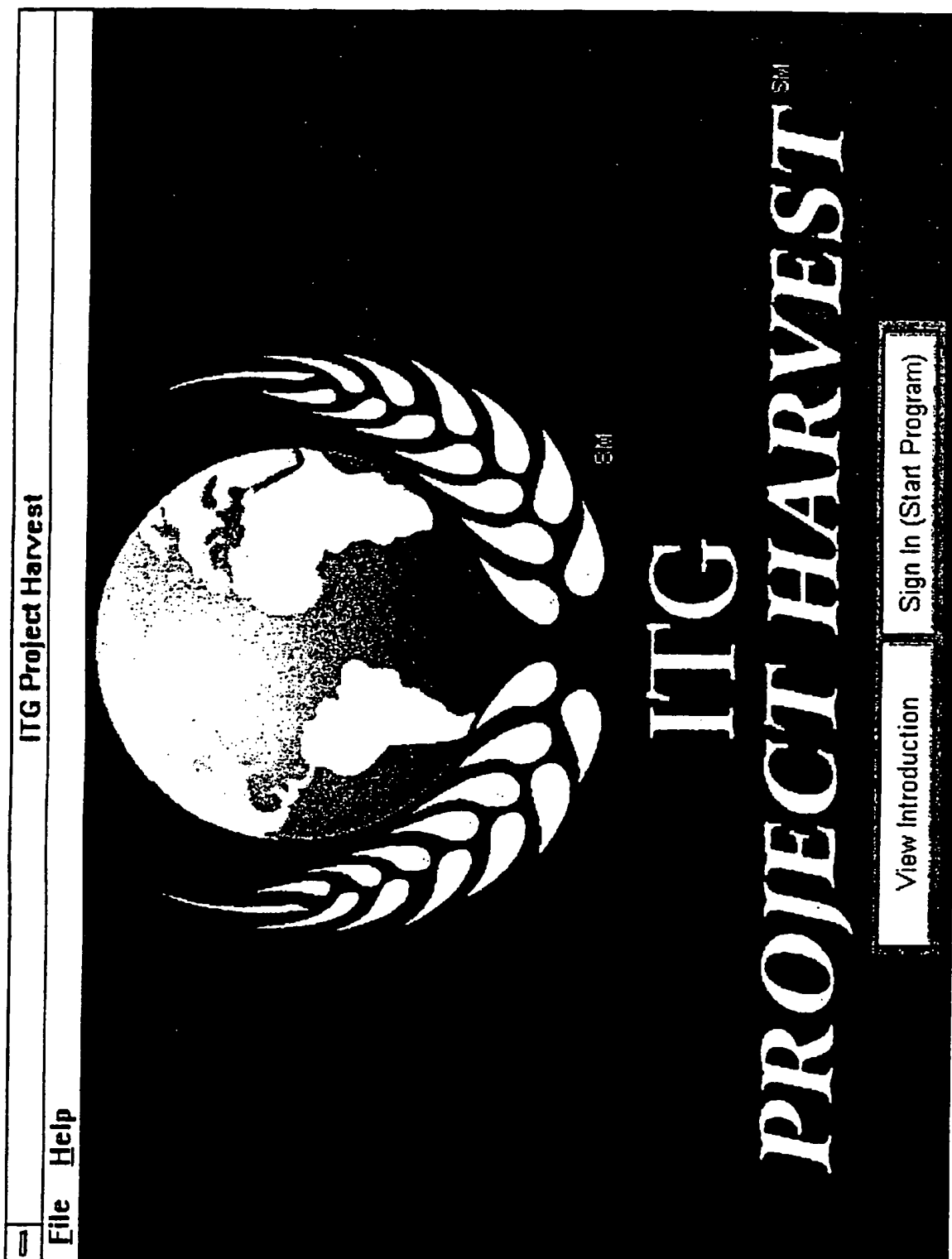
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ITG PROJECT HARVESTSM

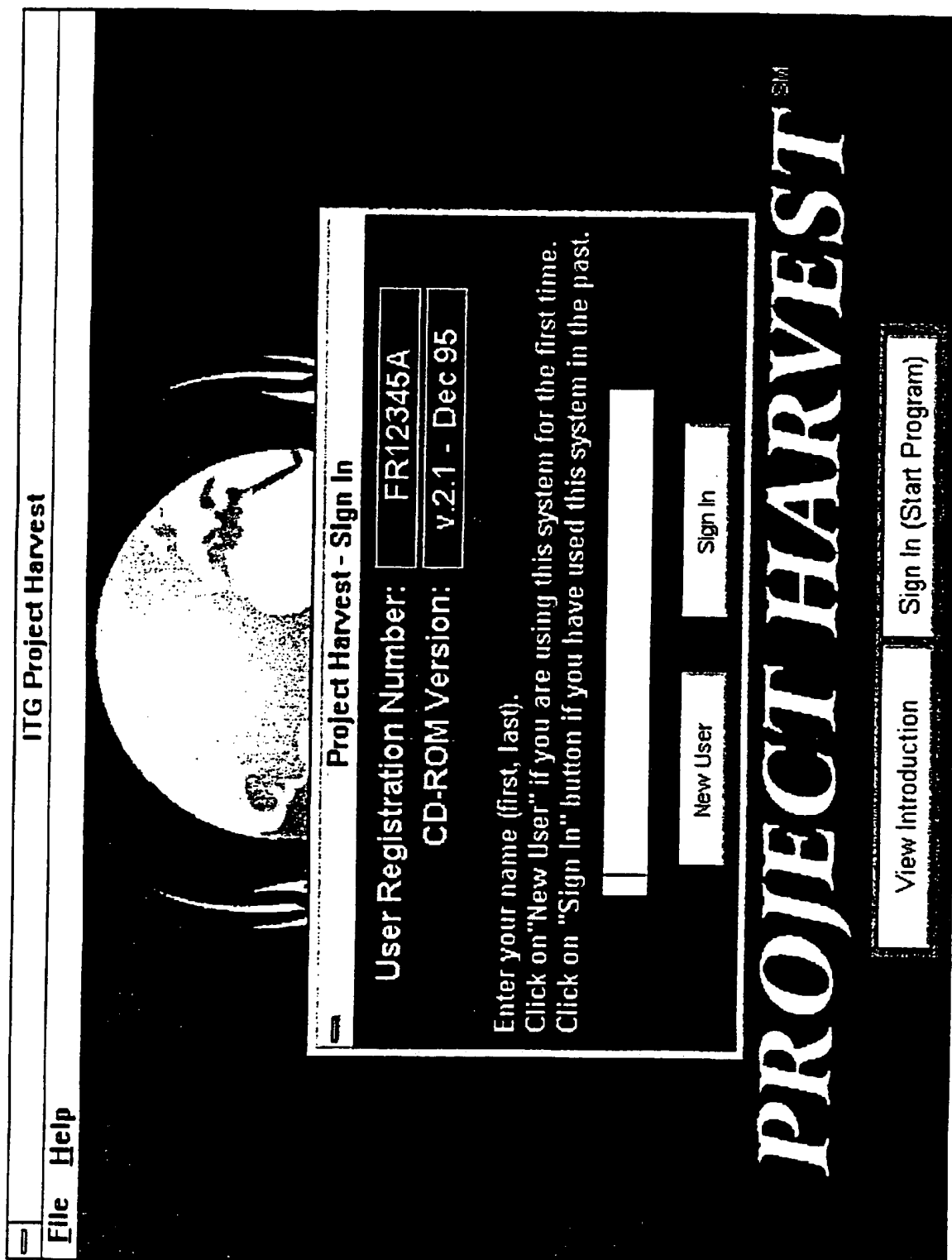
View Introduction

Sign In (Start Program)

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ITG Project Harvest	
File	Help



User Registration



Select Your Registration Type

Commercial Users	Foreign Country Importer
Governmental Agencies	U.S. Department of Agriculture Foreign Agricultural Service
FAS	U.S. Department of Commerce U.S. & Foreign Commercial Service
FCS	Department of Agriculture
States	

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File	Help



User Registration

Foreign Country Importers


Retail Chain	Retail Food Product Stores
Wholesaler	Wholesale Distribution to Food Retailers
Buying/Trading Organization	Cooperative Procurement Organization
Food Services	Wholesale Distribution to Food Services Industry
Mass Merchandiser	Drug & Non-Food Retailer



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ITG Project Harvest	
File	Help
	
User Registration	
Use the spaces below to provide information about your company. NOTE: Once you have completed a line of information, use the TAB key to continue.	
Retail Food Chain - Company Information	
Company Name <input type="text"/>	
Street Address <input type="text"/>	Mailing Address <input type="text"/>
City <input type="text"/>	City <input type="text"/>
State <input type="text"/>	State <input type="text"/>
Country <input type="text"/>	Country <input type="text"/>
Postal Code <input type="text"/>	Postal Code <input type="text"/>
Phone # <input type="text"/>	E-Mail <input type="text"/>
Fax # <input type="text"/>	
Total Annual Sales <input type="text"/>	Imports as % of Sales <input type="text"/>
Retail Stores <input type="text"/>	No. Employees <input type="text"/>
How Long in Business <input type="text"/>	
<input type="button" value="Previous"/>	<input type="button" value="Continue"/>
Click on the "Continue" button after you have completed the information above.	

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ITG Project Harvest

User Registration

**More
Buyers**

Buyer
No. 5

Buyer
No. 4

Buyer
No. 3Buyer No. 2Buyer No. 1Primary Contact

Flame

三

Phone #

北
平
報

Street

東坡先生

City

五

2000

Postal Code

Will E-Mail Address

Send a copy of CD-RQM

PRODUCT BUYING RESPONSIBILITY

5

1	2
---	---

●

Remove Item

Clear List

MAJOR CATEGORY

Abstract

MINOR CATEGORY

Bread

Sung

Cookies

Donuts

សម្រាប់

.....Pastries

SECRET

Previous

Continue

Click on the "Continue" button after you have completed the information above.

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ITG Project Harvest

File Help



User Registration

Retail Food Chain - Operations Profile

Retail Store Locations

Select Country Markets

Credit References

Bank

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Contact

FAX

Account

Trade References

Company

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Contact

FAX

Company

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Contact

FAX

Company:

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Contact

FAX

Remove Item

Clear List

Previous

Click on the "Continue" button after you have completed the information above.


Continue

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ITG Project Harvest	
File	Help



User Registration

Retail Food Chain - Logistical Preferences

Ports of Importation

Preferred

Alternative

Sample Policy

Product samples are available upon request. They will be shipped to the Registered User FREIGHT COLLECT. An alternative size containing the same product quality will be substituted if the requested package size is not available. Samples delivered by:

INCO Terms of Sale

☐ Ex Factory ☐ CIF Port of Import
☐ FOB Port of Export ☐ Delivered Duty Paid
☐ C&F Port of Import

Carrier

Carrier Acct No.

If multiple samples are requested, please ship:

☐ Direct from individual suppliers
☐ Via sample consolidation service

Preferred Service Suppliers

International Bank

Courier Service

Airfreight Forwarder

Steamship Line

Freight Forwarder

Customs Broker

Marine Insurance


Click on the "Continue" button after you have completed the information above.

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ITG Project Harvest	
File	Help



User Registration

Use the spaces below to provide information about yourself.
NOTE: Once you have completed a line of information, use the TAB key to continue.

Country	
Post Designation	
Officer	
Title	
Post Location	
Street Address	
City	
Mailing Address	
City	
Telephone No.	
FAX No.	

U.S. &
Foreign
Commercial
Service

Previous


Continue

Click on the "Continue" button after you have completed the information above.

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ITG Project Harvest	
File	Help
 <h1>User Registration</h1> <p>Use the spaces below to provide information about yourself. NOTE: Once you have completed a line of information, use the TAB key to continue.</p>	
<h2>Recommended Potential Users</h2>	
Potential User 1	Potential User 2
Company	Company
Contact	Contact
Phone #	Phone #
Fax #	Fax #
Street Address	Street Address
Country	Country
City	City
State	State
Reason	Reason
Previous User	Next User
<p>Click on the "Continue" button after you have completed the information above.</p> Continue	


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ITG Project Harvest

File Help




Main Menu

The Main Menu identifies the principal screens of Project Harvest. A first time user is encouraged to become familiar with the information contained on each of these screens. An experienced user can proceed directly to the desired screen by clicking on the appropriate button. The Main Menu also serves as a convenient point of reference to return to when navigating between program screens.




Introduction
Describes ITG
and
Project Harvest


Product Selection
- Search for products by category or key word




Brand Names
- Overview of brand information




Previous Selections
- Use a saved selection list




Market Promotion Programs
- Cooperative export programs



Modify User Registration
- Change user registration info.



Tutorial
- Step-by-step help



View New Products
- New to this CD-ROM version

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PCT/US96/18133

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ITG Project Harvest

File Help



ITG

Project Harvest

Product Selection

MAIN MENU

View All Products

View New Products

MAJOR CATEGORY

Cereal

MINOR CATEGORY

READY-TO-EAT CEREAL

CEREAL APPL CINN TSTD OATS

CEREAL BRAN FLAKES

CEREAL COCOA CRUNCHIES

CEREAL CORN FLAKES

CEREAL CORN FLAKES ADV PK

CEREAL CRISP CRUNCH

CEREAL CRISPY RICE

CEREAL CRISPY RICE ADV PK

CEREAL FROSTED FLAKES

CEREAL FROSTED FLAKES ADV PK

CEREAL FRUIT RINGS

CEREAL FRUIT RINGS ADV PK

CEREAL HONEY NUT TSTD OAT

New

New

Product Selection List

Remove Item

Clear List

AND

OR

NOT

HS Code or Key Word Search

Start Search

Search Language

English

Click here to review details of product selections.

Product Review

PCT/US96/18133

17/39

[illegible]

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18/39

ITG Project Harvest		ITG Project Harvest	
File	Help		
Product Review ITG Project Harvest		PROD. SELECTION MAIN MENU	
Product Description CORN WHOLE KERNEL		Supplier ALL	
NO PREFERENCE English		Supplier Information EXPAND	
Net Wt (g) Drained Wt (g) Unit Pallet Case Pallet		Ingredients NLEA EXPAND	
Length Width Height Cube Weight		Other Products Available from this Supplier	
Grade ALL Brand ALL		Add this Product Print this Screen Reset this screen	
Order Acquisition Calendar Production 1 2 3 4 5 6 7 8 9 10 11 12 Available to Ship 1 2 3 4 5 6 7 8 9 10 11 12 Best Time to Order 1 2 3 4 5 6 7 8 9 10 11 12		BACK Product Selections NEXT	
Continue		Continue	


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ITG Project Harvest

File Help



Product Review

PROD. SELECTION

MAIN MENU

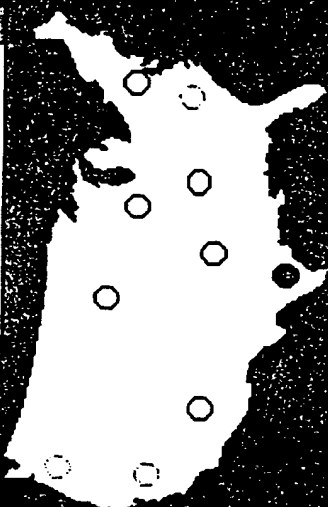
Product Description

CORN WHOLE KERNEL

NEW ITEM

Supplier

A-123245



Supplier Information

EXPAND

Certifications:

JAS, Kosher

Ingredients

EXPAND

Corn, Water, Sugar, Salt

Other Products Available from this Supplier

Grade

Grade A Fancy

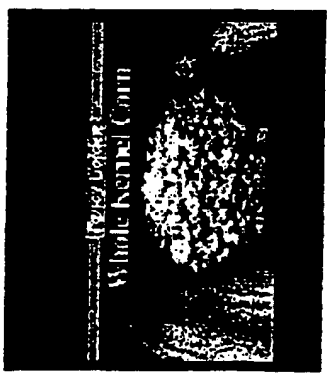
EXPAND

Brand

Nature's Pride

EXPAND

Click on image to magnify it



Package Size

80 oz/243 g - pkg.

Net Wt (g)

243.35

Net Wt (lb)

243.35

Unit/Case

24

Unit/Ballet

25

Case

42.096

Length

100.8

Width

105.6

Height

26.65

Cube

34.7

Weight

154.545

Order Acquisition Calendar

Production

1 2 3 4 5 6 7 8 9 10 11 12

Available to Ship

1 2 3 4 5 6 7 8 9 10 11 12

Best Time to Order

1 2 3 4 5 6 7 8 9 10 11 12

Product Selections

NEXT

Reset this screen

Print this Screen

Add this Product

Exit Review

Continue

PCT/US96/18133

Product Review		ITG Project Harvest File Help	
Click on the "DONE" button when finished		Add Item	
Identify Your Shipping Preferences		Do you currently import this product? YES NO	
<input type="radio"/> Floor Loaded <input type="radio"/> Slip Sheet <input checked="" type="radio"/> Palletized <input type="checkbox"/> 20' Full Container Load <input checked="" type="checkbox"/> 40' Full Container Load <input type="checkbox"/> LCL Consolidation		If so, from where? <div style="border: 1px solid black; height: 40px;"></div>	
Use this field to communicate specific requirements for this product. <div style="border: 1px solid black; height: 100px;"></div>		<div style="border: 1px solid black; width: 100px; margin: 0 auto; padding: 5px;">Done</div> <div style="border: 1px solid black; width: 100px; margin: 0 auto; padding: 5px;">this Supplier</div>	
Available to Ship 1 2 3 4 5 6 7 8 9 10 11 12		Best Time to Order 1 2 3 4 5 6 7 8 9 10 11 12	
Product Selections		Print this Screen Add this Product Exit Review Continue	



PCT/US96/18133

ITG Project Harvest		File Help
<h1 style="text-align: center;">Product Review</h1>		
<div style="float: right; width: 100px; text-align: center;"> PROD. SELECTION MAIN MENU </div>		
<div style="float: left; width: 150px; text-align: center;"> User Interest Level </div>		
<p style="text-align: center;">User Interest Level</p> <p>Your price quotation will depend on the volume and frequency of the order that you are prepared to place. Please indicate in one of the categories below the interest that you have in this product.</p>		
<div style="display: flex; justify-content: space-between;"> <div> Cases <input type="text"/> 20' Containers <input type="text"/> 40' Containers <input type="text"/> Over What Time Period? <input type="radio"/> Monthly <input checked="" type="radio"/> Quarterly <input type="radio"/> Annually <input type="radio"/> Other Do you want samples of this product from this supplier? <input type="radio"/> Yes <input checked="" type="radio"/> No Date Buying Expected to Begin <input type="text"/> Target Price (with INCO term) <input type="text"/> </div> <div style="width: 100px; text-align: center;"> <input type="button" value="Done"/> </div> </div>		
<div style="display: flex; justify-content: space-between;"> <div> Order Acquisition Calendar Production <input type="text"/>1<input type="text"/>2<input type="text"/>3<input type="text"/>4<input type="text"/>5<input type="text"/>6<input type="text"/>7<input type="text"/>8<input type="text"/>9<input type="text"/>10<input type="text"/>11<input type="text"/>12 Available to Ship <input type="text"/>1<input type="text"/>2<input type="text"/>3<input type="text"/>4<input type="text"/>5<input type="text"/>6<input type="text"/>7<input type="text"/>8<input type="text"/>9<input type="text"/>10<input type="text"/>11<input type="text"/>12 Best Time to Order <input type="text"/>1<input type="text"/>2<input type="text"/>3<input type="text"/>4<input type="text"/>5<input type="text"/>6<input type="text"/>7<input type="text"/>8<input type="text"/>9<input type="text"/>10<input type="text"/>11<input type="text"/>12 </div> <div> Other Products Available from this Supplier <input type="text"/> </div> </div>		
<div style="display: flex; justify-content: space-between;"> <div> <input type="button" value="BACK"/> Product Selections </div> <div> <input type="button" value="NEXT"/> </div> </div>		
<div style="display: flex; justify-content: space-between;"> <div> Reset this screen Print this Screen Add this Product Exit Review Continue </div> </div>		

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ITG Project Harvest													
File	Help												
 Product Des  Grade A Nature's Or Product Available to S Best Time to Or													
Label Policy													
<p>ITG can assist you in the development process if you would prefer to buy this product under your own private label. We have the experience and facilities to do your creative artwork and label production. The cost of producing this new label will be factored into the export quotation for this product. The cost of producing a new label will be approximately \$500 to \$1,000 per label.</p>													
Label Language English													
Do you wish product shipped with: <input checked="" type="radio"/> Manufacturer supplied label <input type="radio"/> Your own label													
<table><tr><td><input type="radio"/> Yes</td><td><input checked="" type="radio"/> No</td><td>Do you wish ITG to assist in developing new labels?</td></tr><tr><td><input type="radio"/> Yes</td><td><input checked="" type="radio"/> No</td><td>Do you own any registered trademarks that you will include on the labels?</td></tr><tr><td><input type="radio"/> Yes</td><td><input checked="" type="radio"/> No</td><td>Do you have label films available?</td></tr><tr><td><input type="radio"/> Yes</td><td><input checked="" type="radio"/> No</td><td>Is there a specific marketing message you wish to communicate through your label? (use field below)</td></tr></table>		<input type="radio"/> Yes	<input checked="" type="radio"/> No	Do you wish ITG to assist in developing new labels?	<input type="radio"/> Yes	<input checked="" type="radio"/> No	Do you own any registered trademarks that you will include on the labels?	<input type="radio"/> Yes	<input checked="" type="radio"/> No	Do you have label films available?	<input type="radio"/> Yes	<input checked="" type="radio"/> No	Is there a specific marketing message you wish to communicate through your label? (use field below)
<input type="radio"/> Yes	<input checked="" type="radio"/> No	Do you wish ITG to assist in developing new labels?											
<input type="radio"/> Yes	<input checked="" type="radio"/> No	Do you own any registered trademarks that you will include on the labels?											
<input type="radio"/> Yes	<input checked="" type="radio"/> No	Do you have label films available?											
<input type="radio"/> Yes	<input checked="" type="radio"/> No	Is there a specific marketing message you wish to communicate through your label? (use field below)											
<div>Done</div>													
<div>MAIN MENU</div> <div>EXIT</div> <div>EXPAND</div> <div>EXPAND</div> <div>EXPAND</div>													
<div>Continue</div> <div>Exit Review</div> <div>Add this Product</div> <div>Print this Screen</div> <div>Reset this screen</div> <div>NEXT</div> <div>BACK</div> <div>Product Selections</div>													

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ITG Project Harvest	
File Help	
	
Selection Review	
COMMENTS	MAIN MENU
<p>The information captured during this presentation will be compiled into a quotation for price and product availability. By clicking the appropriate button below, you can review this information now, or you can accept your selections as entered. Every effort will be made to provide a quick and timely response to your Request For Quotation. Thank you for your interest in the products and services of ITG.</p>	
Click on "Review Selections" to review selections.	Click on the E-Mail button to save your final selection list as a text file that you may then send electronically to ITG.
Review Selections	E-Mail
	Make sure that your printer/fax modem is set as the default printer, then click on the PRINT/FAX button.
	Print/Fax

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PCT/US96/18133

24/39

ITG Project Harvest			
File Help			
Company Information		Company Contacts	Operations Profile
		Logistical Preferences	Product Specifications
		Importer Comments	
Retail Food Chain - Company Information			
Company Name Marque Distributeur Int'l., S.A.			
Street Address	Batiment Charles de Gaulle 28 Rue Vendôme	Mailing Address	Postal Cx 74-19
City	75002 - Paris	City	75002 - Paris
State		State	
Country	France	Country	France
Postal Code		Postal Code	
Phone #	33-1-47.50.26.40	Fax #	33-1-47.50.26.38
		E-Mail	marquedis@attmail.com
Total Annual Sales	\$50 - \$100 million	Imports as % of Sales	0% - 20%
		Retail Stores	501 - 750
		No. Employees	101-200
		How Long in Business	More than 20 years
Done			

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ITG Project Harvest					
Company Information	Operations Profile	Logistical Preferences	Product Specifications	Importer	Comments
<p>Buyer</p> <p>Buyer No. 1</p> <p>Name: Jean Monceau</p> <p>Title: Category Manager/Buyer</p> <p>Phone #: 33-1-47 50 26 59</p> <p>Fax #: 33-1-47 50 26 38</p> <p>Street Address: Batiment Charles de Gaulle 28 Rue Vendôme</p> <p>City: 75002 - Paris</p> <p>State:</p> <p>Country: France</p> <p>Postal Code:</p> <p>Full E-Mail Address: marquedist@attmail.com</p> <p><input checked="" type="checkbox"/> Send a copy of CD-ROM</p>	<p>Buyer</p> <p>Buyer No. 2</p>	<p>Buyer</p> <p>Buyer No. 3</p>	<p>Buyer</p> <p>Buyer No. 4</p>	<p>Buyer</p> <p>Buyer No. 5</p>	<p>More Buyers</p>
<p>Product Buying Responsibility</p> <p>Vegetables, Canned</p> <p>Fruit, Canned</p> <p>Cereal</p> <p>Remove Item</p> <p>Clear List</p> <p>MAJOR CATEGORY</p> <p>Automotive Supplies</p> <p>Baby Needs</p> <p>Bakery Items</p> <p>Baking Mixes</p> <p>Bulk Items - Food & Non-Food</p> <p>Candy</p> <p>SELECT A MINOR CATEGORY</p> <p>SELECT YOUR PRODUCT BUYING RESPONSIBILITY</p>					

Done

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ITG Project Harvest					
Company Information	Company Capabilities	Operations Profile	Logistical Preferences	Product Specifications	Importer Comments
Primary Contact Name: Antoine Betrand Title: Category Manager/Buyer Phone #: 33-1-47 50 26 59 Fax #: 33-1-47 50 26 38 Street Address: Batiment Charles de Gaulle 28 Rue Vendôme City: 75002 - Paris State: Country: France Postal Code: Full E-Mail Address: marquedist@attmail.com	Buyer No. 1 Buyer No. 2 Buyer No. 3 Buyer No. 4 Buyer No. 5 More Buyers				
<div style="display: flex; justify-content: space-between;"> <div> Product Category Frozen Fruits Frozen Vegetables - Regular Remove Item Clear List </div> <div> MAJOR CATEGORY Automotive Supplies Baby Needs Bakery Items Baking Mixes Bulk Items - Food & Non-Food Candy SELECT A MINOR CATEGORY SELECT YOUR PRODUCT BUYING RESPONSIBILITY </div> </div>					
Done					

☒ Send a copy of CD-ROM

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ITG Project Harvest						
Company Information	Operations Profile	Logistical Preferences	Product Specifications	Importer Comments		
Primary Contact Buyer No. 1 Etienne Beneton Category Manager/Buyer 33-1-47.50.26.59 33-1-47.50.26.38 Batiment Charles de Gaulle 28 Rue Vendôme 75002 - Paris France Postal Code Full E-Mail Address: marquedis@attmail.com	Buyer No. 2	Buyer No. 3	Buyer No. 4	Buyer No. 5	More Buyers	
<div style="float: right; text-align: right;"> <input checked="" type="checkbox"/> Send a copy of CD-ROM </div> <div style="clear: both;"></div>						
<div style="text-align: center;"> PRODUCT BUYING RESPONSIBILITY </div> <div> Frozen Baked Goods Frozen Pastry Items Remove Item Clear List </div> <div style="text-align: center;"> MAJOR CATEGORY </div> <div> Automotive Supplies Baby Needs Bakery Items Baking Mixes Bulk Items - Food & Non-Food Candy </div>						
<div style="text-align: center;"> SELECT A MINOR CATEGORY </div> <div style="text-align: center;"> SELECT YOUR PRODUCT BUYING RESPONSIBILITY </div>						

Done

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ITG Project Harvest			
File	Help		
Company Information	Company Contacts	Logistical Preferences	Product Specifications
Company Profile		Importer Comments	
Retail Food Chain - Operations Profile			
Retail Store Locations		Credit References	
<div>France: Over 500 Germany: 100 - 199 Sweden: 50 - 99</div>		<div>Bank: Banque Paribas Contact: Marc Antoine Account: Z2947A-3</div>	
<div>Remove Item</div>		Trade References	
<div>Clear List</div>		<div>Company: Apple Valley Produce Company Contact: Jack Ballinger Company: Valley Creek Growers Contact: Dorothy O'Darby Company: Campbell Inc. Contact: Ron Brown</div>	
		<div>Done</div>	

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PCT/US96/18133

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ITG Project Harvest				
File	Help			
Company Information	Company Contacts	Logistical Preferences	Product Specifications	Importer Comments
Retail Food Chain - Operations Profile				
Retail Store Locations		Credit References		
<div>France: Over 500 Germany: 100 - 199 Sweden: 50 - 99</div>		<div>Bank: Banque Paribas Contact: Marc Antoine Account: Z2947A-3</div>		
<div>Remove Item</div>		Trade References		
<div>Clear List</div>		<div>Company: Apple Valley Produce Company Contact: Jack Ballinger Company: Valley Creek Growers Contact: Dorothy O'Darby Company: Campbell Inc. Contact: Ron Brown</div>		
<div>Done</div>				

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ITG Project Harvest				
File	Help			
Company Information	Company Contacts	Operations Profile	Logistical Preferences	Product Specifications
				Importer Comments
<div> <div> Product #2 </div> <div> Product #3 </div> <div> Product #4 </div> </div>				
<div> <div> Description: Whole Kernel Canned Corn Product: 128237 Grade: A Fancy Case: 24/15 oz Weight: 12.725 lbs </div> <div> Supplier: P34762 Label: Buyer Label Language: French Cube: .973 cuft </div> </div>				
<div> <div> Container: 20-FCL </div> <div> Loading: Slip Sheets </div> </div>				
<input checked="" type="checkbox"/> Samples Requested				
Anticipated orders for this product are 10 x 20' FCL/quarter to begin about 3 March 1996. Requested target price @ US\$9.50/case CIF Rotterdam.				
Product Notes: Vac pack preferred. 24/12oz acceptable. Prefer sweet variety. Quote as soon as possible. First ship 11/95.				
<div>Done</div>				

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ITG Project Harvest					
File Help					
Company Information	Company Contacts	Operations Profile	Logistical Preferences	Product Specifications	Importer Comments
Product #1	Product #2	Product #3	Product #4		
<p>Description: Crispy Rice Cereal</p> <p>Product: 298423 Supplier: C23456</p> <p>Grade: M/A Label: Buyer</p> <p>Case: 24/20 oz Label Language: French</p> <p>Weight: 9.79 lbs Cube: 1.23 cuft</p> <p>Container: 40-FCL Loading: Floor Loaded</p> <p><input checked="" type="checkbox"/> Samples Requested</p> <p>Anticipated orders for this product are 5 x 40' FCL annually to begin about 1st Quarter 1996.</p> <p>Requested target price @ US\$14.25/case C&F Antwerp.</p> <p>Product Notes: This is a new import item for us. Need help with packaging design and photography.</p>					
Done					

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ITG Project Harvest				
File		Help		
Company Information	Company Contacts	Operations Profile	Logistical Preferences	Product Specifications
Product #1	Product #2	Product #3	Product #4	Importer Comments
<p>Description: Sliced Yellow Cling Canned Peaches</p> <p>Product: 340921 Supplier: W23497</p> <p>Grade: B Choice Label: Mature's Harvest</p> <p>Case: 24/29 oz Label Language: French</p> <p>Weight: 26.92 lbs Cube: 1.67 cuft</p> <p>Container: 40-FCL Loading: Palletized</p> <p><input checked="" type="checkbox"/> Samples Requested</p> <p>Anticipated orders for this product are 7 x 40' FCL/quarter to begin about April 1996.</p> <p>Requested target price @ US\$12.10/case FOB Baltimore.</p> <p>Product Notes: This is a new import item for us. Price is primary consideration. Quality not as critical. Brix 20° to 24°. Will consider packer label.</p>				
Done				

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ITG Project Harvest							
File Help		Company Information	Company Contacts	Operations Profile	Logistical Preferences	Product Specifications	Importer Comments
Product #1	Product #2	Product #3	Product #4				
Description: Sliced Canned Green Beans Product: 129467 Grade: A Fancy Case: 24.15 oz Weight: 11.25 lbs				Supplier: P34762 Label: Harvest Time Label Language: French Cube: .98 cuft			
Container: LCL <input type="checkbox"/> Loading: Palletized <input type="checkbox"/>				<input checked="" type="checkbox"/> Samples Requested			
Anticipated orders for this product are 10 x consolidations/year to begin about 3 March 1996. Requested target price @ US\$9.50/case CIF Rotterdam.							
Product Notes: Current imports from China and Spain.							

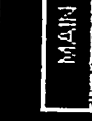
WO 97/17663

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ITG Project Harvest				
File	Help			
Company Information	Company Contacts	Operations Profile	Logistical Preferences	Product Specifications
Importer Comments				
<p>This is the first time we are using your system. Please quote as soon as possible. Our deadline for replies: November 30, 1995. Please send us 12 more CD-ROMs of US Private Label Products at no charge. Thank you.</p>				
<p>Product quality is my prime buying-decision criterion: <input checked="" type="radio"/> YES <input type="radio"/> NO</p> <p>Product price is my prime buying-decision criterion: <input type="radio"/> YES <input checked="" type="radio"/> NO</p> <p>Given equal price/quality to our existing source, we will buy: <input checked="" type="radio"/> YES <input type="radio"/> NO</p> <p>Send inquiry only to chosen suppliers: <input checked="" type="radio"/> YES <input type="radio"/> NO</p> <p>Send inquiry to all suppliers that can quote our products: <input type="radio"/> YES <input checked="" type="radio"/> NO</p> <p>Please include company brochures and collateral materials: <input checked="" type="radio"/> YES <input type="radio"/> NO</p> <p>I will use your packaging design services: <input checked="" type="radio"/> YES <input type="radio"/> NO</p>				
<p>Done</p>				

PCT/US96/18133

	<h1 style="margin: 0;">Comments</h1>	<div style="border: 1px solid black; padding: 2px; display: inline-block;">PRODUCT REVIEW</div> <div style="border: 1px solid black; padding: 2px; display: inline-block; margin-top: 5px;">MAIN MENU</div>
---	--------------------------------------	---

This CD-ROM has been designed to capture the necessary information to make your export quotation complete, accurate and timely. Please use the space below to communicate any additional comments, requirements and/or information that should be considered when responding to your Request for Quotation.

Importer Comments


Product quality is my prime buying-decision criterion:	<input type="radio"/> YES	<input type="radio"/> NO
Product price is my prime buying-decision criterion:	<input type="radio"/> YES	<input type="radio"/> NO
Given equal price/quality to our existing source, we will buy:	<input type="radio"/> YES	<input type="radio"/> NO
Send inquiry only to chosen suppliers:	<input type="radio"/> YES	<input type="radio"/> NO
Send inquiry to all suppliers that can quote our products:	<input type="radio"/> YES	<input type="radio"/> NO
Please include company brochures and collateral materials:	<input type="radio"/> YES	<input type="radio"/> NO
I will use your packaging design services:	<input type="radio"/> YES	<input type="radio"/> NO

Continue

WO 97/17663

PCT/US96/18133

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ITG Project Harvest	
File Help	
 Selection Review	
COMMENTS	MAIN MENU
<p>The information captured during this presentation will be compiled into a quotation for price and product availability. By clicking the appropriate button below, you can review this information now, or you can accept your selections as entered. Every effort will be made to provide a quick and timely response to your Request For Quotation. Thank you for your interest in the products and services of ITG.</p>	
Click on "Review Selections" to review selections.	Click on the E-Mail button to save your final selection list as a text file that you may then send electronically to ITG.
Review Selections	E-Mail
	Make sure that your printer/fax modem is set as the default printer, then click on the PRINT/FAX button.
	Print/Fax

PCT/US96/18133

ITG Project Harvest

File Help

The Foreign Buyer's Pre-Formatted Request For Quotation

FAX - REQUEST FOR EXPORT QUOTATION (RFQ)

CD 64 9672 (RSC N 2001) : 72 - 1st issue 10/11/99. Inquiry Nov. 11/03/99
Please forward this inquiry to the managers of the following selected periodicals:
Zakaz
Lizencovsk Inform Group - 6700 5th St, Suite 241 - 7th Fl. CD 6729 : US
Fax: (903) 969-4394 - e-Mail: info@linfo2.com - Tel: (903) 969-4395
PAC00272166 04370

Leaves ...
Marque Distribution Ltd. S.A.
20 Rue Verdana
72001 Evry
FRANCE
(6) 33-1-475020-6
No. Lib. 33-1-475020-49
Fax 33-1-475626-18
E-Mail: info@marque-distribution.com

U.S. 930 (80) million
R.T.S. 2000
102001200
ACCT 500
11451 11010100
Y25 = 20

CDA Special Issues	Predictable French From Grammatical Contextual Information
---------------------------	---

Maria Facci de Hesse
Quatre Primrose

[illegible]

1. **Andrew Belmont** // **Lawrence J. Belmont**
 2. **Elizabeth Belmont** // **Elizabeth Belmont**
 3. **Elizabeth Belmont** // **Elizabeth Belmont**

19. *Equus caballus* L. - *Equus caballus* L.

Basic Analysis, Antibiotic, Direct: General Fax: (33) 41 20 3064
 Apple Valley Produce Co (Jackalberg) Fax: (509) 723-7474
 Fax: (509) 723-7474

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[illegible]

Washburn Journal Co., Washburn, Me.

[illegible]

11/21/2017 10:00 AM

12049 Corral Green Drive - 2415cc - Buyer Ltd. - 2/12/11

100

Previous

Special

100

[illegible]

Continue

Previous

PCT/US96/18133

ITG Project Harvest

File Help

The Supplier's Export Trade Lead

FAX - EXPORT TRADE LEAD 270/272-1144/1507

2000	International Truck Corp. - 6700 SW 26th Ave. - Ft. Lauderdale, FL 33309-4001 - E-Mail: Export@intlnet.com - Ph: (305) 596-4373	Ph: (416) 579-3032
2001	Johnson Trucking Co. Inc. - 1200 Lincoln Drive - Kansas City, MO 64119 - USA	Ph: (816) 525-3175 Fax: (816) 525-3030 E-Mail: johnson2@att.net

Emergency Call: 11/03/95, Customer # 815672, NJ-00001
We have received your Hollander's inquiry for your product to learn this company.

1-54 (see Distribution) 112-5A
 24 Ave. Vendôme
 75002 - Paris
 FRANCE
 Tel. 33-1-47-50-29-67
 Telex 160-131-47-50-29-66
 Fax 33-1-47-50-29-33
 E-Mail: info@editions-les-herminiers.com

Հասցի:
Խ.Ն. Խոն Խոսեան, Եդմոնդ Խոսեյի
Համալսարան, Եդմոնդ Խոսեյի
(Քոբե Բրիտանիայի քաղաք)

Prof. Claude French	Wichita State Univ.	Employed: 120:0100
Prof. John L. French	Wichita State Univ.	Years in Business: 400
Prof. John L. French	Wichita State Univ.	Years in Business: 400

Prof. Lids Fresh Can Label Printed File. Supplies

Valin Fort Le Havre
Oscar Pietschke.

Financiers (Bank and Other Supply)

Book 1. Complete Index - 29 More Volumes - 5002 First Floor - April 2, 1974
 After Adjunct Assistant Professor - 5002 First Floor - April 2, 1974

Apple Valley Products Co. (1981) *Business* 236. Cite 272. 6774 6775 6776 6777 6778 6779 6780 6781 6782 6783 6784 6785 6786 6787 6788 6789 6790 6791 6792 6793 6794 6795 6796 6797 6798 6799 6800 6801 6802 6803 6804 6805 6806 6807 6808 6809 6810 6811 6812 6813 6814 6815 6816 6817 6818 6819 6820 6821 6822 6823 6824 6825 6826 6827 6828 6829 6830 6831 6832 6833 6834 6835 6836 6837 6838 6839 6840 6841 6842 6843 6844 6845 6846 6847 6848 6849 6850 6851 6852 6853 6854 6855 6856 6857 6858 6859 6860 6861 6862 6863 6864 6865 6866 6867 6868 6869 6870 6871 6872 6873 6874 6875 6876 6877 6878 6879 6880 6881 6882 6883 6884 6885 6886 6887 6888 6889 6890 6891 6892 6893 6894 6895 6896 6897 6898 6899 6900 6901 6902 6903 6904 6905 6906 6907 6908 6909 6910 6911 6912 6913 6914 6915 6916 6917 6918 6919 6920 6921 6922 6923 6924 6925 6926 6927 6928 6929 6930 6931 6932 6933 6934 6935 6936 6937 6938 6939 6940 6941 6942 6943 6944 6945 6946 6947 6948 6949 6950 6951 6952 6953 6954 6955 6956 6957 6958 6959 6960 6961 6962 6963 6964 6965 6966 6967 6968 6969 6970 6971 6972 6973 6974 6975 6976 6977 6978 6979 6980 6981 6982 6983 6984 6985 6986 6987 6988 6989 6990 6991 6992 6993 6994 6995 6996 6997 6998 6999 7000 7001 7002 7003 7004 7005 7006 7007 7008 7009 7010 7011 7012 7013 7014 7015 7016 7017 7018 7019 7020 7021 7022 7023 7024 7025 7026 7027 7028 7029 7030 7031 7032 7033 7034 7035 7036 7037 7038 7039 7040 7041 7042 7043 7044 7045 7046 7047 7048 7049 7050 7051 7052 7053 7054 7055 7056 7057 7058 7059 7060 7061 7062 7063 7064 7065 7066 7067 7068 7069 7070 7071 7072 7073 7074 7075 7076 7077 7078 7079 7080 7081 7082 7083 7084 7085 7086 7087 7088 7089 7090 7091 7092 7093 7094 7095 7096 7097 7098 7099 7100 7101 7102 7103 7104 7105 7106 7107 7108 7109 7110 7111 7112 7113 7114 7115 7116 7117 7118 7119 7120 7121 7122 7123 7124 7125 7126 7127 7128 7129 7130 7131 7132 7133 7134 7135 7136 7137 7138 7139 7140 7141 7142 7143 7144 7145 7146 7147 7148 7149 7150 7151 7152 7153 7154 7155 7156 7157 7158 7159 7160 7161 7162 7163 7164 7165 7166 7167 7168 7169 7170 7171 7172 7173 7174 7175 7176 7177 7178 7179 7180 7181 7182 7183 7184 7185 7186 7187 7188 7189 7190 7191 7192 7193 7194 7195 7196 7197 7198 7199 7200 7201 7202 7203 7204 7205 7206 7207 7208 7209 7210 7211 7212 7213 7214 7215 7216 7217 7218 7219 7220 7221 7222 7223 7224 7225 7226 7227 7228 7229 7230 7231 7232 7233 7234 7235 7236 7237 7238 7239 7240 7241 7242 7243 7244 7245 7246 7247 7248 7249 7250 7251 7252 7253 7254 7255 7256 7257 7258 7259 7260 7261 7262 7263 7264 7265 7266 7267 7268 7269 7270 7271 7272 7273 7274 7275 7276 7277 7278 7279 7280 7281 7282 7283 7284 7285 7286 7287 7288 7289 7290 7291 7292 7293 7294 7295 7296 7297 7298 7299 7300 7301 7302 7303 7304 7305 7306 7307 7308 7309 7310 7311 7312 7313 7314 7315 7316 7317 7318 7319 7320 7321 7322 7323 7324 7325 7326 7327 7328 7329 7330 7331 7332 7333 7334 7335 7336 7337 7338 7339 7340 7341 7342 7343 7344 7345 7346 7347 7348 7349 7350 7351 7352 7353 7354 7355 7356 7357 7358 7359 7360 7361 7362 7363 7364 7365 7366 7367 7368 7369 7370 7371 7372 7373 7374 7375 7376 7377 7378 7379 7380 7381 7382 7383 7384 7385 7386 7387 7388 7389 7390 7391 7392 7393 7394 7395 7396 7397 7398 7399 7400 7401 7402 7403 7404 7405 7406 7407 7408 7409 7410 7411 7412 7413 7414 7415 7416 7417 7418 7419 7420 7421 7422 7423 7424 7425 7426 7427 7428 7429 7430 7431 7432 7433 7434 7435 7436 7437 7438 7439 7440 7441 7442 7443 7444 7445 7446 7447 7448 7449 7450 7451 7452 7453 7454 7455 7456 7457 7458 7459 7460 7461 7462 7463 7464 7465 7466 7467 7468 7469 7470 7471 7472 7473 7474 7475 7476 7477 7478 7479 7480 7481 7482 7483 7484 7485 7486 7487 7488 7489 7490 7491 7492 7493 7494 7495 7496 7497 7498 7499 7500 7501 7502 7503 7504 7505 7506 7507 7508 7509 7510 7511 7512 7513 7514 7515 7516 7517 7518 7519 7520 7521 7522 7523 7524 7525 7526 7527 7528 7529 7530 7531 7532 7533 7534 7535 7536 7537 7538 7539 7540 7541 7542 7543 7544 7545 7546 7547 7548 7549 7550 7551 7552 7553 7554 7555 7556 7557 7558 7559 7560 7561 7562 7563 7564 7565 7566 7567 7568 7569 7570 7571 7572 7573 7574 7575 7576 7577 7578 7579 7580 7581 7582 7583 7584 7585 758

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Abstract

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WO 97/17663

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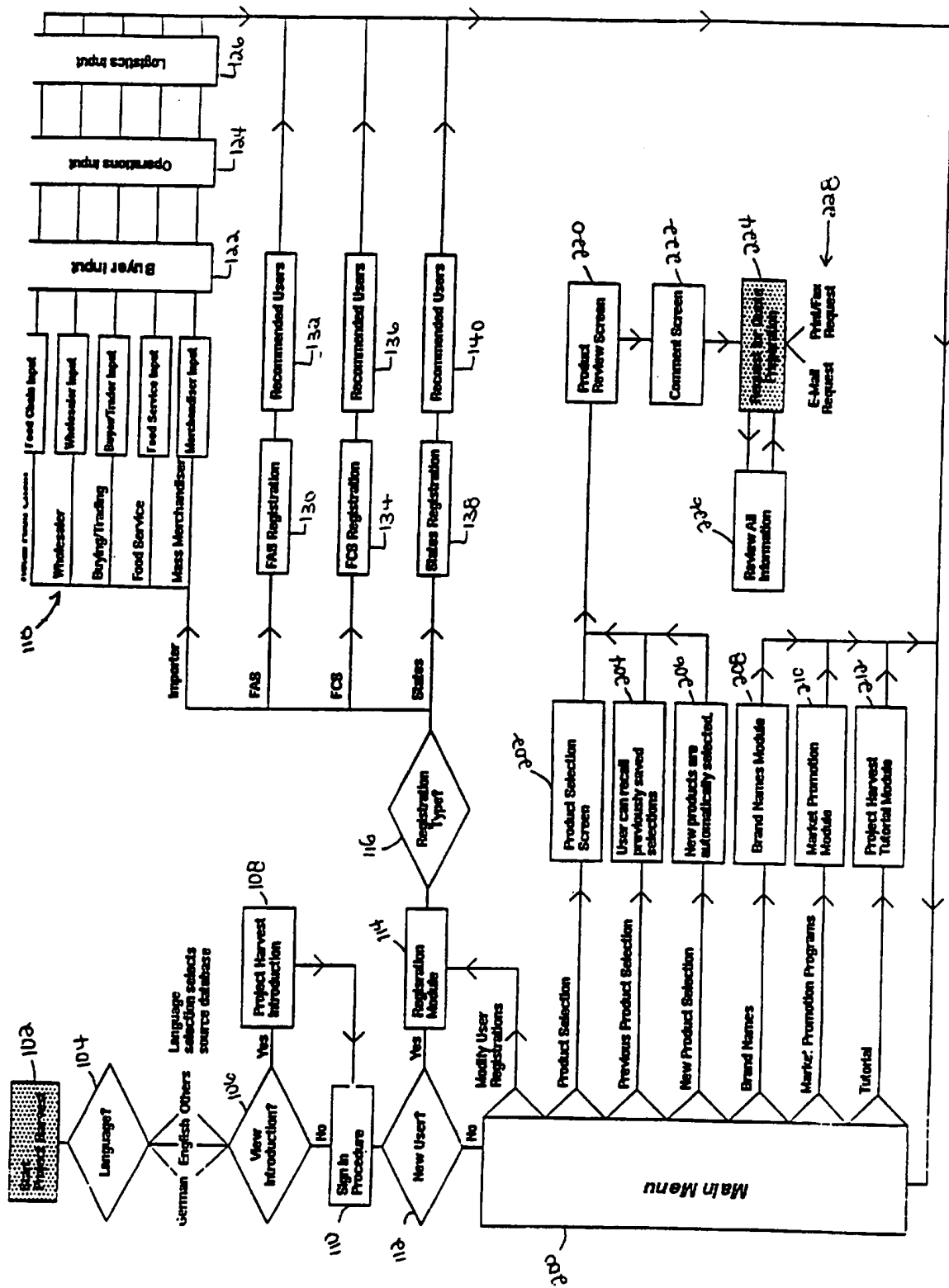


Fig. A

INTERNATIONAL SEARCH REPORT

International application No.
PCT/US96/18133

A. CLASSIFICATION OF SUBJECT MATTER

IPC(6) : G06F 17/60, 15/00

US CL : 395/226, 201, 752, 758

According to International Patent Classification (IPC) or to both national classification and IPC

B. FIELDS SEARCHED

Minimum documentation searched (classification system followed by classification symbols)

U.S. : 395/226, 201, 752, 758

Documentation searched other than minimum documentation to the extent that such documents are included in the fields searched

Electronic data base consulted during the international search (name of data base and, where practicable, search terms used)

APS, Dialog (remote or computer) & (purchase or buy or order) & (catalog or directory) & (language or translate)

C. DOCUMENTS CONSIDERED TO BE RELEVANT

Category*	Citation of document, with indication, where appropriate, of the relevant passages	Relevant to claim No.
Y	US, A, 5,361,199 (SHOQUIST ET AL.) 01 November 1994, See entire document.	1-10
Y	US, A, 5,319,542 (KING, JR. ET AL.) 07 June 1994, See entire document.	1-10, 13-16
Y	US, A, 5,175,684 (CHONG) 29 December 1992, See entire document.	13-16
Y	US, A, 4,992,940 (DWORKIN) 12 February 1991, See entire document.	1-10
Y	US, A, 4,799,156 (SHAVIT ET AL.) 17 January 1989, See entire document.	1-10
Y, P	Info. Access Co. Internet Service Casts for Japanese. Catalog Age. November 1995, v12, n12, page 24.	1-16

☒ Further documents are listed in the continuation of Box C. ☐ See patent family annex.

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O document referring to an oral disclosure, use, exhibition or other means		
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Date of the actual completion of the international search

03 FEBRUARY 1997

Date of mailing of the international search report

07 MAR 1997

Name and mailing address of the ISA/US
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INTERNATIONAL SEARCH REPORT

International application No.
PCT/US96/18133

C (Continuation). DOCUMENTS CONSIDERED TO BE RELEVANT

Category*	Citation of document, with indication, where appropriate, of the relevant passages	Relevant to claim No.
Y	Business Editors and Computer Writers. TK ASSOCIATES INTL: New Service Helps U.S. Firms Market to Japanese Over the Internet. Business Wire. 03 May 1995	1-16
A	CLOUTIER, EDWARD. As Systems Go Global, Networks Must Adapt to Multilingual Needs of Users. Computing Canada. September 1993, v19, n19, page 24.	11-16
Y	DEUNETTE, JACKY. European Online Activity. Online. July 1988. v12, n4, pages 100-101.	1-16
Y	DEUNETTE, JACKY. European Online Activity. Online. March 1988, v12, n2, pages 111-113.	1-16

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